



4 October 2022

## **ASX ANNOUNCEMENT**

### **New Corporate Oncology Account with GenesisCare**

ImpediMed Limited (ASX:IPD) is pleased to announce the signing of a Global Strategic Commercial Partnership and pilot program with GenesisCare. The pilot program will consist of an initial roll out of five (5) SOZO units to establish lymphoedema screening services for breast cancer patients in centres across the United States. These units are scheduled to be installed over the coming quarter. Upon successful completion of the pilot program, GenesisCare will evaluate a staged expansion to additional sites in the United States and globally.

GenesisCare is a global care leader with more than 6,000 highly trained healthcare professionals employed at more than 300 locations across four countries. They are the one of largest providers of cancer care in USA, Australia, Spain, and the UK. In the US, GenesisCare operates radiation oncology treatment centres and integrated medical offices, including 120 radiation oncology centres. Additionally, GenesisCare operates a further 40 centres in Australia, 17 in Spain, and 14 in the UK.

GenesisCare focuses on a culture of care that is patient focused and performance driven. Their vision is to provide care that focuses on the individual as well as the condition. They personalise treatment by designing individualised care experiences that get the best possible life outcomes with a goal of delivering exceptional service in a way that enhances every aspect of a patient's cancer journey.

"GenesisCare is dedicated to providing exceptional care utilising the latest and best tools and technologies for our patients during both treatment and survivorship," said GenesisCare Global Chief Medical Officer, Wally Curran, MD. "Lymphoedema places physical, emotional, and financial burden on cancer survivors, and it is often identified later in the course of treatment or care. Just as we seek to find breast cancer at the earliest possible time through screening, we can identify lymphoedema earlier using SOZO and ImpediMed's lymphoedema prevention program, with the hope of improving our patients' quality of life in survivorship."

"We are proud to partner with organisations like GenesisCare that are committed to bringing innovative technologies and solutions to their patients," said David Anderson, Interim CEO of ImpediMed. "Our team will work closely with the five pilot sites to ensure successful implementation of SOZO within their existing workflows. These initial programs will create the template to bring lymphoedema prevention services to more cancer patients across the globe."

Over the past year, ImpediMed announced a strategy of expanding its engagement with key corporate accounts and large integrated delivery networks (IDNs). As a part of a proven land and expand strategy, SOZO programs start small and then expand once workflows are established. The Company has almost a quarter of US SOZO's now operating in IDN and corporate accounts and expects this number to significantly grow as reimbursement becomes widely available.

**Approved for release by the Interim CEO, Mr. David Anderson.**

## Contact Details

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### About the Global Strategic Commercial Partnership and pilot program with GenesisCare

As is standard with most initial programs for ImpediMed, in of itself, the GenesisCare contract is not considered material with reference to the Company's \$10 million revenue run rate. But the contract does represent a significant opportunity if the program is successfully rolled out over the GenesisCare network. It is a 3-year contract at commercial rates, in line with ImpediMed's standard pricing. The agreement is subject to a number of standard, commercial termination clauses. The customer may terminate the contract any time after the initial 12 months by giving 30 days' notice.

### About ImpediMed

Founded and headquartered in Brisbane, Australia with US and European operations, ImpediMed is a medical software technology company that non-invasively measures, monitors and manages fluid status and tissue composition using bioimpedance spectroscopy (BIS).

ImpediMed produces a family of FDA cleared and CE Marked medical devices, including SOZO® for multiple indications including heart failure, lymphoedema, and protein calorie malnutrition, sold in select markets globally.

For more information, visit [www.impedimed.com](http://www.impedimed.com).

### Forward-Looking Statements

This announcement contains or may contain forward-looking statements that are based on management's beliefs, assumptions and expectations and on information currently available to management.

All statements that address operating performance, events or developments that we expect or anticipate will occur in the future are forward-looking statements, including without limitation our expectations with respect to our ability to expand sales and market acceptance in the US and Australia including our estimates of potential revenues, costs, profitability and financial performance; our ability to develop and commercialise new products including our ability to obtain reimbursement for our products; our expectations with respect to our clinical trials, including enrolment in or completion of our clinical trials and our associated regulatory submissions and approvals; our expectations with respect to the integrity or capabilities of our intellectual property position.

Management believes that these forward-looking statements are reasonable as and when made. You should not place undue reliance on forward-looking statements because they speak only as of the date when made. ImpediMed does not assume any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. ImpediMed may not actually achieve the plans, projections or expectations disclosed in forward-looking statements. Actual results, developments or events could differ materially from those disclosed in the forward-looking statements.